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YANLORD LAND GROUP LIMITED (Z25.SI)

仁恒置地集团有限公司

1H 2022 Financial Results Announcement

11 August 2022





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Key Achievements in 1H 2022



Yanlord Arcadia in Shanghai, PRC

Key Achievements in 1H 2022

- In the six months ended 30 June 2022 (“1H 2022”), Yanlord Land Group Limited (“Yanlord” or “Company” and together with its subsidiaries, “Group”) recorded gross profit and gross profit margin of RMB4.033 billion and 35.6%, an increase of 14.6% and 8.9 percentage points, compared to the six months ended 30 June 2021 (“1H 2021”) respectively, despite revenue decreased by 14.0% to RMB11.339 billion;
- The Group’s profit before income tax increased by 21.6% to RMB3.193 billion in 1H 2022 compared to 1H 2021;
- Profit attributable to owners of the Company for 1H 2022 increased by 67.2% to RMB1.377 billion compared to 1H 2021;
- The Group together with its joint ventures and associates’ total contracted pre-sales from residential and commercial units, and car parks for 1H 2022 was RMB31.394 billion, an increase of 9.5% compared to 1H 2021;
- As at 30 June 2022, the Group together with its joint ventures and associates recorded an accumulated property contracted pre-sales of RMB108.791 billion pending recognition in the second half of the financial year ending 31 December 2022 and beyond;
- The Group continues to maintain a healthy financial position. Benefiting from the resilient property contracted pre-sales and high collection ratio in 1H 2022, the Group’s cash and cash equivalents remained stable at RMB21.302 billion with net gearing ratio of 61.9% as at 30 June 2022; and
- Subsequent to the reporting period, on 29 July 2022, the Group repaid certain offshore syndicated loans amounting to USD273 million before their due dates.



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Key Financial Highlights



Hangzhou Bay (Phase 2) in Hangzhou, PRC

Statement of Profit or Loss



(RMB million)	1H 2022	1H 2021	% Change
Revenue	11,339	13,189	(14.0)
Cost of sales	(7,305)	(9,669)	(24.4)
Gross profit	4,033	3,520	14.6
Gross profit margin (%)	35.6%	26.7%	8.9ppt
Other operating income and other gains	299	408	(26.7)
Selling expenses	(210)	(272)	(22.9)
Administrative expenses	(674)	(782)	(13.8)
Other operating expenses	(17)	(23)	(27.2)
Finance cost	(524)	(597)	(12.2)
Share of (loss) profit of associates	(9)	96	NM ²
Share of profit of joint ventures	294	277	6.0
Profit before income tax	3,193	2,626	21.6
Income tax	(1,435)	(1,059)	35.5
Profit for the period	1,757	1,567	12.1
Profit attributable to owners of the Company	1,377	823	67.2
Basic earnings per share¹ (RMB cents)	71.29	42.63	67.2

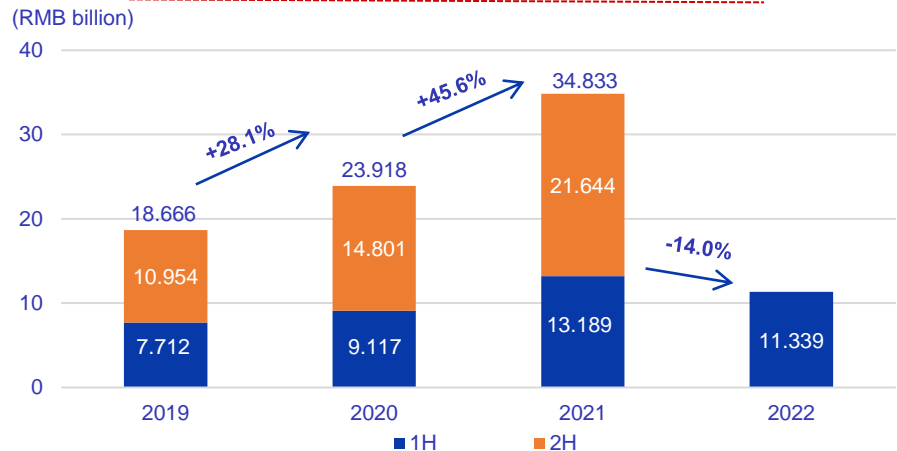
Notes:

1. Based on adjusted weighted average number of shares on a fully diluted basis
2. Not meaningful due to the insignificant amount for comparison

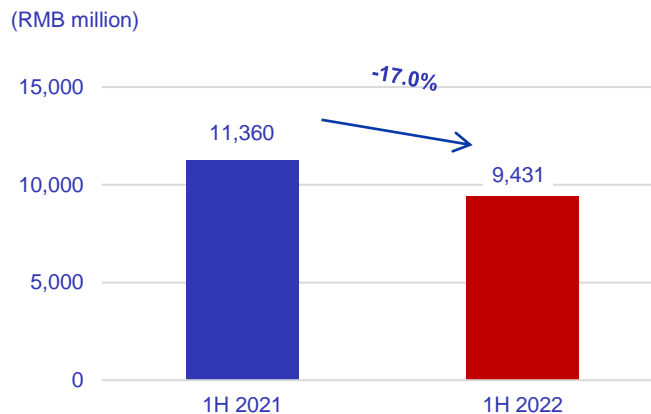
Revenue and Segment Analysis in 1H 2022



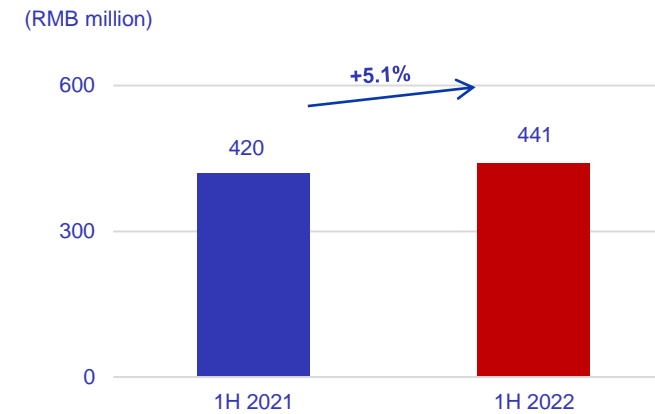
Revenue of the Group



Income from Property Development



Income from Property Management

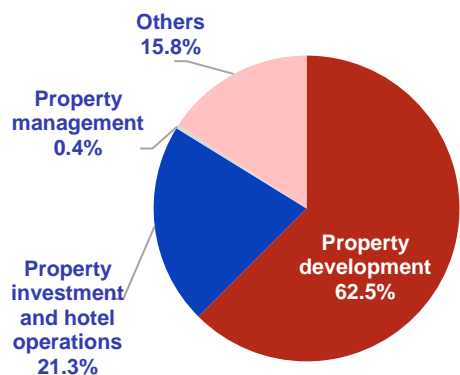
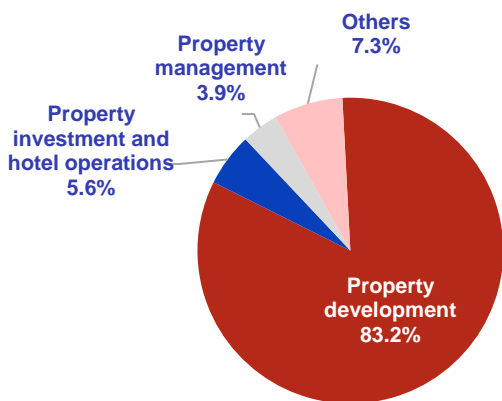
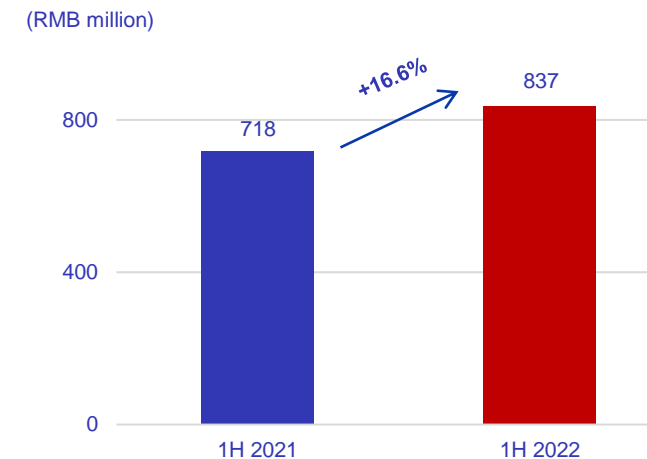
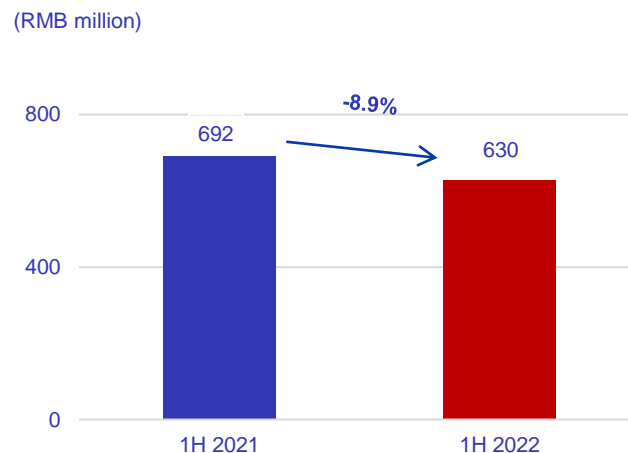


Segment Revenue Distribution in 1H 2022

Segment Asset Distribution in 1H 2022

Income from Property Investment and Hotel Operations

Income from Others



Property Sales Delivered Contribution Analysis

A total of 492,845 sqm delivered in 1H 2022

Major projects (Top 10) recognised as revenue of the Group in 1H 2022	City	GFA (sqm) / Unit	ASP (RMB/sqm)/ (RMB/Unit)	Gross Sales Amount ¹ (RMB million)
Yanlord Four Seasons New Gardens 仁恒四季新园	Shenzhen	80,483	50,024	4,026
Riverbay Century Gardens (Phase 1) 江湾世纪花园, 一期	Nanjing	24,284	59,757	1,451
Smriti Curtilage 耦前别墅	Suzhou	12,100	102,096	1,235
Dairy Farm Residences 岱莉轩	Singapore	12,271	78,622	965
Yanlord North Shore Gardens 仁恒北岸苑	Zhuhai	11,985	29,110	349
Yanlord Marina Peninsula Gardens (Phase 2) 仁恒滨海半岛花园, 二期	Zhuhai	8,087	34,106	276
Yanlord Marina Peninsula Gardens (Phase 3) 仁恒滨海半岛花园, 三期	Zhuhai	3,008	27,829	84
Yanlord Majestive Mansion 仁恒海和院	Tianjin	8,065	18,025	145
Stream In Cloud (Phase 2) 溪云居, 二期	Chengdu	7,285	16,239	118
Yanlord Reverie Apartments 仁恒梦公寓	Shenzhen	3,157	31,215	99
Other projects	Various	12,181	33,166	404
Property sales recognised as revenue of the Group (excluding car park sales)	Various	182,906	50,035	9,152
Car park sales	Various	1,460 units	125,400	183
Property sales of joint ventures and associates (excluding car park sales)	Various	309,939	32,035	9,929
Car park sales of joint ventures and associates	Various	1,160 units	201,530	234
Grand total property sales	All	492,845	38,715	19,081
Grand total car park sales	All	2,620 units	159,107	417



Yanlord Four Seasons New Gardens, Shenzhen
仁恒四季新园, 深圳



Riverbay Century Gardens (Phase 1), Nanjing
江湾世纪花园, 一期, 南京



Smriti Curtilage, Suzhou
耦前别墅, 苏州



Dairy Farm Residences, Singapore
岱莉轩, 新加坡



Yanlord North Shore Gardens, Zhuhai
仁恒北岸苑, 珠海



Yanlord Marina Peninsula Gardens (Phase 2), Zhuhai
仁恒滨海半岛花园, 二期, 珠海



Yanlord Marina Peninsula Gardens (Phase 3), Zhuhai
仁恒滨海半岛花园, 三期, 珠海



Yanlord Majestive Mansion, Tianjin
仁恒海和院, 天津

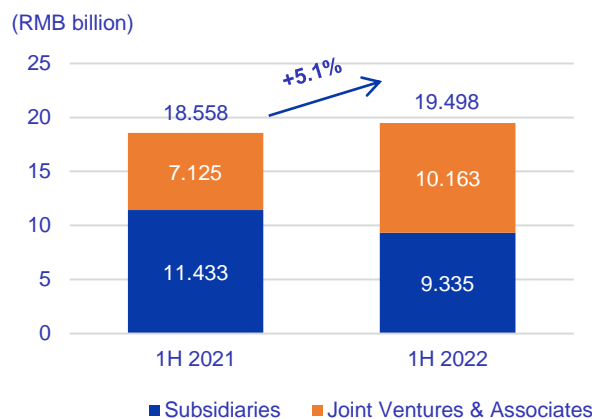
Note:

1. Before deduction of sales related tax.

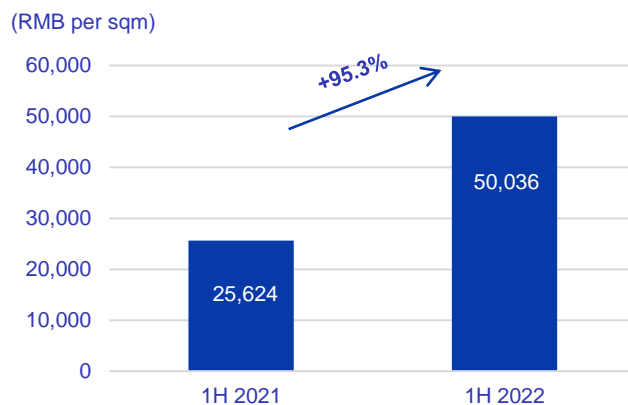
Property Sales Recognition Analysis



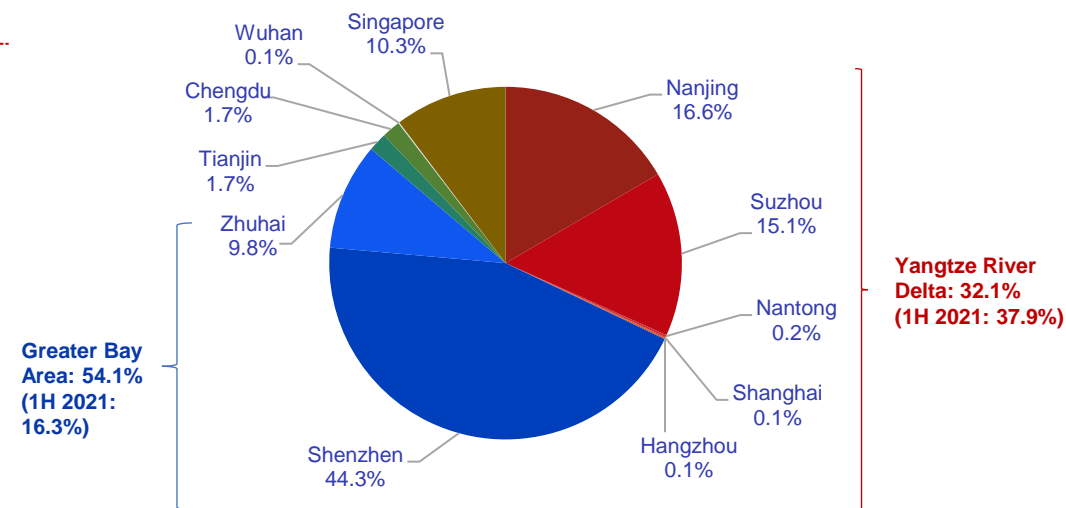
Recognised Property Sales¹ 1H 2021 vs 1H 2022



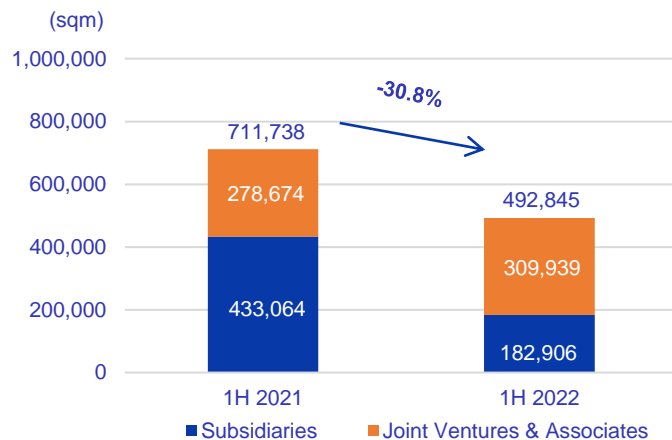
Recognised Property Sales of the Group ASP² 1H 2021 vs 1H 2022



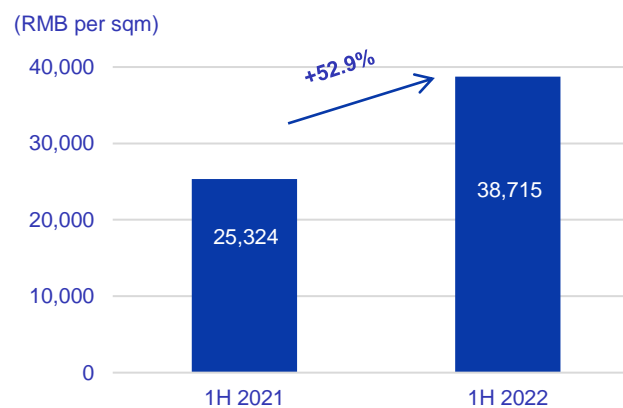
Distribution of Property Sales¹ Recognition of the Group in 1H 2022



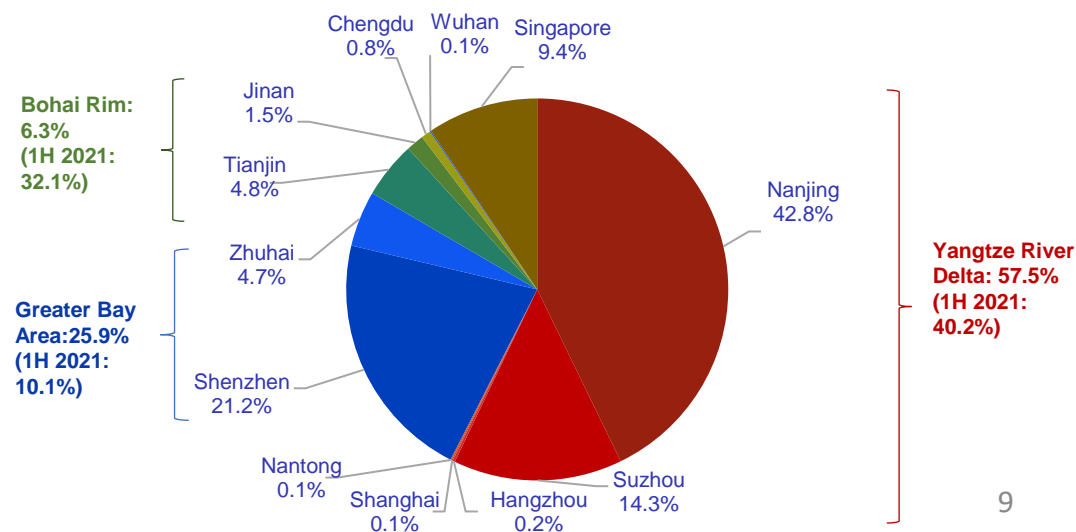
Recognised Property Sales - GFA² 1H 2021 vs 1H 2022



Recognised Property Sales (including Joint Ventures & Associates) ASP² 1H 2021 vs 1H 2022



Distribution of Property Sales¹ Recognition (including Joint Ventures & Associates) in 1H 2022



Notes:

1. Including car parks, before deduction of sales related tax
2. Excluding car parks

Financial Position



(RMB million)	As at 30 Jun 2022	As at 31 Dec 2021	% Change
Total assets	168,953	154,448	9.4
Current assets	111,525	90,960	22.6
Non-current assets	57,429	63,488	(9.5)
Total liabilities	124,573	110,593	12.6
Current liabilities	83,392	71,222	17.1
Non-current liabilities	41,181	39,370	4.6
Cash and cash equivalents	21,302	21,552	(1.2)
Total debt	48,753	43,041	13.3
Senior notes	8,342	7,915	5.4
Bank and other borrowings	38,667	34,760	11.2
Loan from non-controlling shareholders	1,743	366	375.8
Net debt	27,451	21,489	27.7
Total equity (Including NCI¹)	44,381	43,856	1.2
Net gearing ratio (%)	61.9%	49.0%	12.9ppt
Net asset value per share (RMB)	17.82	17.75	0.4
Average cost of borrowings	4.9%	4.9%	NM²

Notes:

1. Non-controlling interests ("NCI")
2. Not meaningful due to the insignificant amount for comparison

Debt Maturity and Currency Breakdown as at 30 June 2022



Debt Maturity Profile as at 30 June 2022

(RMB million)	1 Year	>1 to <2	>2 to <5	>5	As at 30 Jun 2022
Bank and other loans					Total
RMB	6,523	6,382	5,975	6,522	25,402
USD	2,631 ¹	5,264	-	-	7,895
SGD	415	3,297	1,619	-	5,331
AUD	34	5	-	-	39
Sub-total	9,603	14,948	7,594	6,522	38,667
Senior notes					
2023 USD350	2,343	-	-	-	2,343
2024 USD400	-	2,671	-	-	2,671
2026 USD500	-	-	3,328	-	3,328
Sub-total	2,343	2,671	3,328	-	8,342
Amount due to NCI (Non controlling shareholders of subsidiaries)					
RMB	1,440	-	303	-	1,743
Sub-total	1,440	-	303	-	1,743
Grand-total	13,386	17,619	11,225	6,522	48,752

Senior Notes

Senior Notes	Tenor	Coupon Rate	Issued Date	Maturity Date	Status
2023 USD350m	5	6.75%	23.4.2018	23.4.2023	Outstanding
2024 USD400m	4.5	6.8%	27.8.2019	27.2.2024	Outstanding
2026 USD500m (Green Notes)	5	5.125%	20.5.2021	20.5.2026	Outstanding

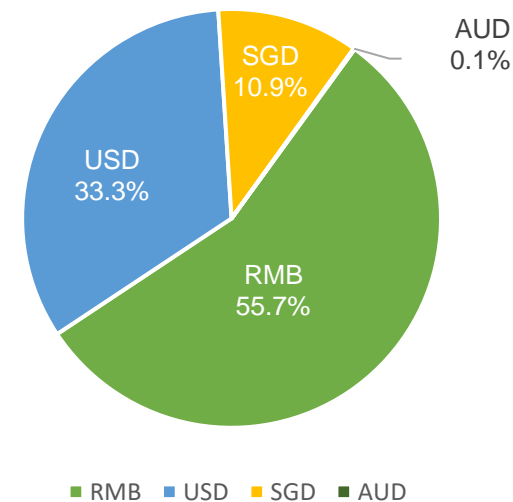
Note:

1. Subsequent to the reporting period, on 29 July 2022, the Group repaid certain offshore syndicated loans amounting to USD273 million before their due dates.

Debt Maturity Profile as at 30 June 2022

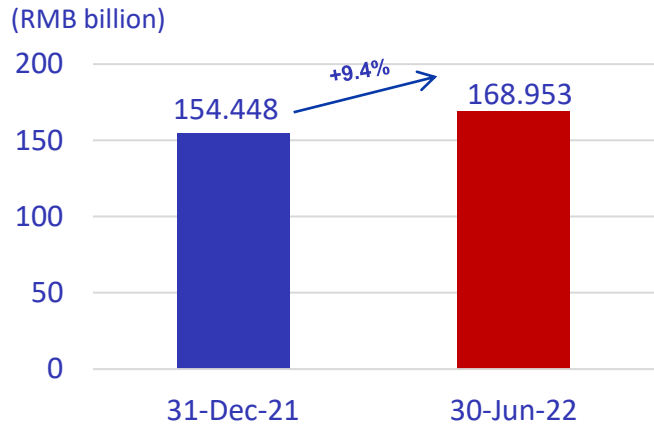
(RMB million)	As at 30 Jun 2022	As at 31 Dec 2021	% Change
Amount repayable in one year or less, or on demand:			
Secured	4,256	3,993	6.9%
Unsecured	9,130	5,563	64.1%
Sub-total	13,386	9,556	40.1%
Amount repayable after one year:			
Secured	20,595	16,859	22.2%
Unsecured	14,771	16,626	(11.2%)
Sub-total	35,366	33,485	5.6%
Total debt	48,752	43,041	13.3%

Currency Breakdown

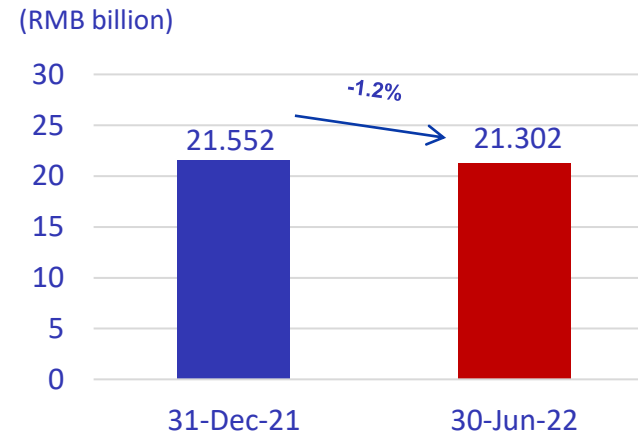


Prudent Financial Management

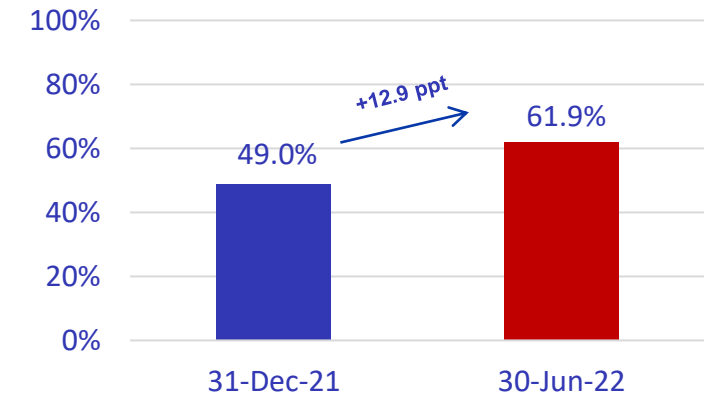
Total Assets



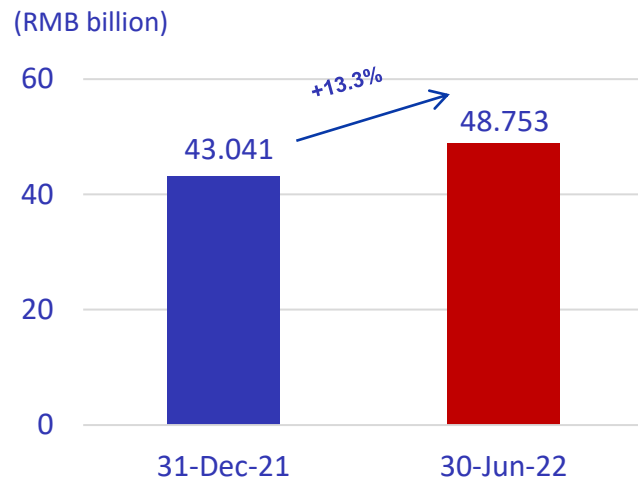
Cash and Cash Equivalents



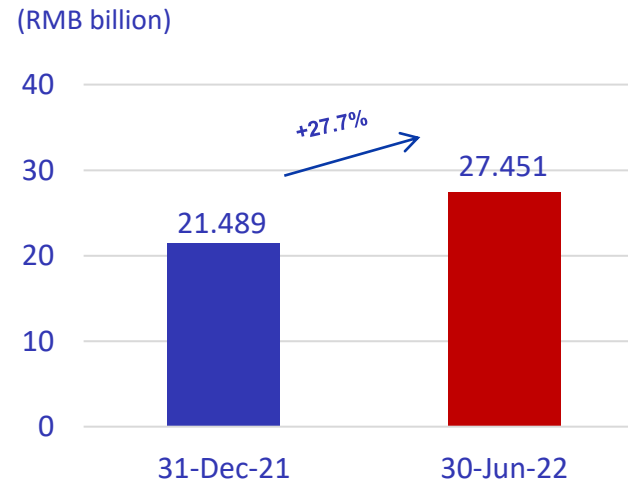
Net Gearing Ratio (%)



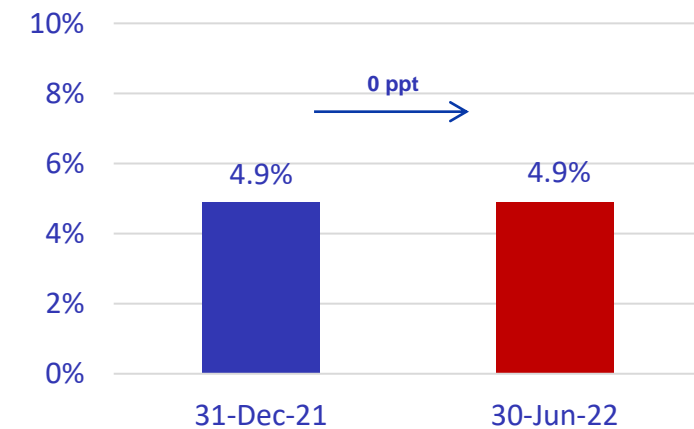
Total Debt



Net Debt



Average Cost of Borrowings (%)

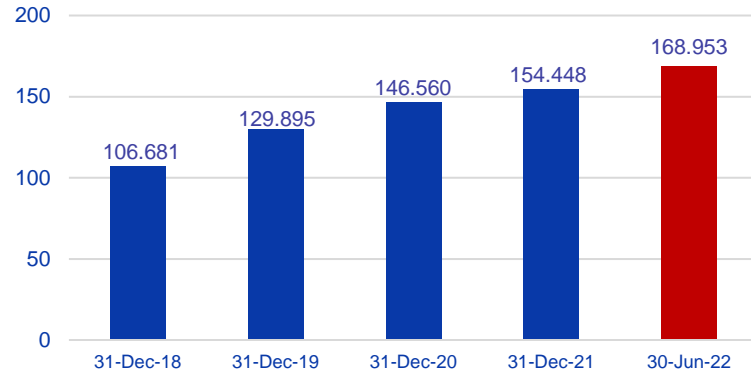


Five Years Credit Metrics



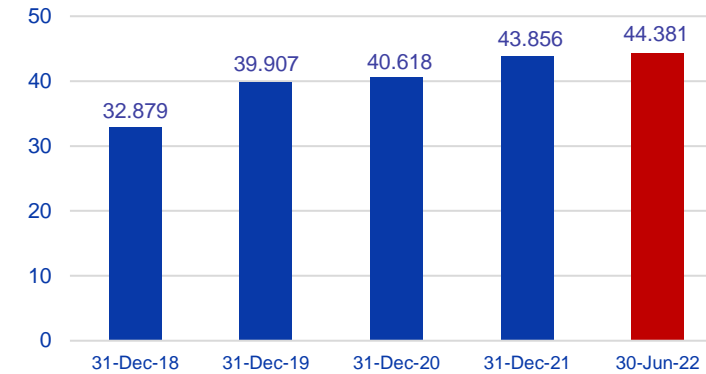
Total Assets

(RMB billion)



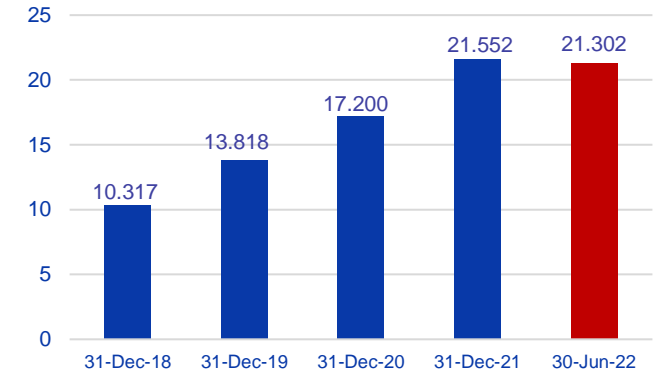
Total Equity (Including NCI)

(RMB billion)



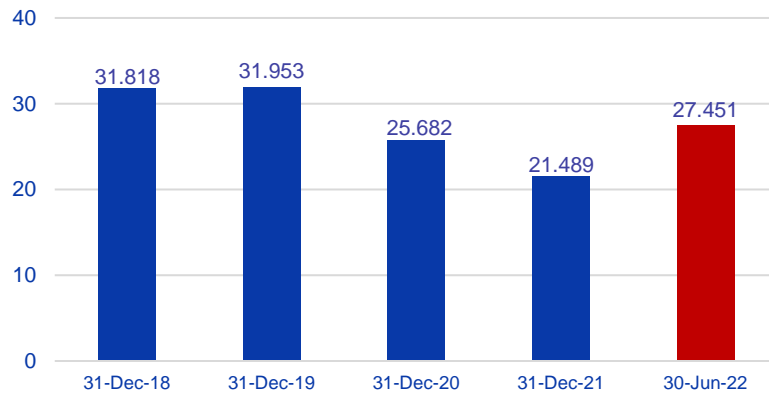
Cash and Cash Equivalents

(RMB billion)

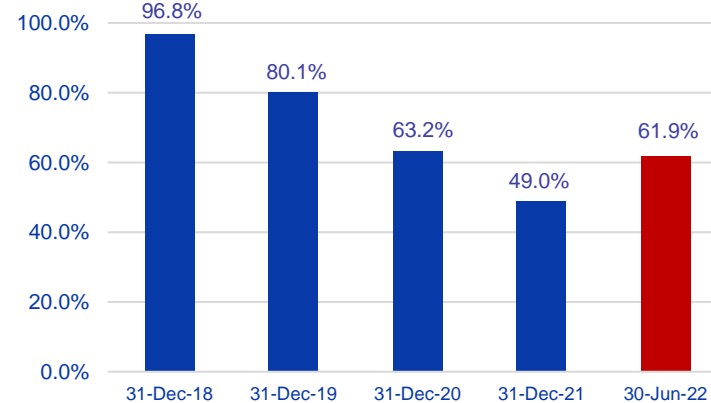


Net Debt

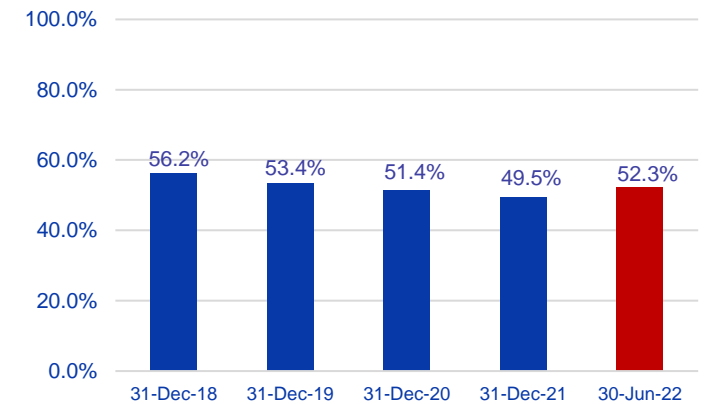
(RMB billion)



Net Gearing Ratio (%)



Total Debt / Capitalisation¹ (%)



Note:

1. Capitalisation equals to the sum of total equity and total debt (including NCI)



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Business Operation Highlights

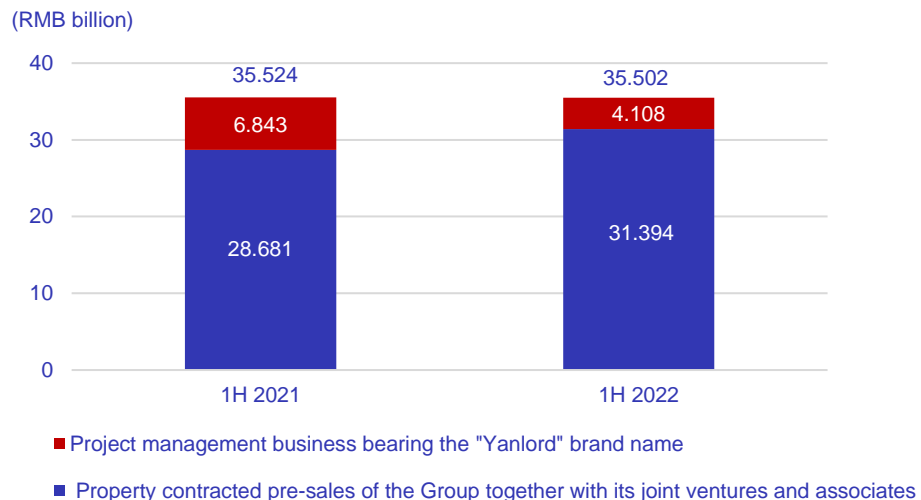
- Property Pre-sales, Property Development, Land Acquisitions, Landbank and Development Strategies



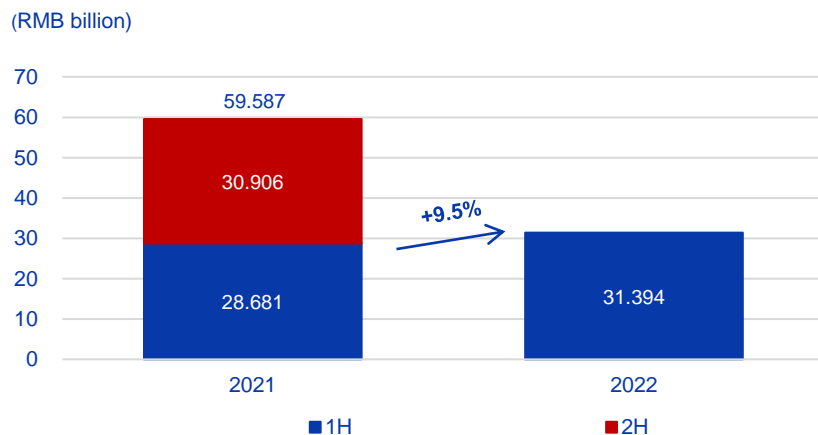
Yanlord Arcadia in Shanghai, PRC

Total Property Contracted Pre-sales for 1H 2021 vs 1H 2022

Total Property Contracted Pre-sales 1H 2021 vs 1H 2022



Property Contracted Pre-sales of the Group together with its Joint Ventures and Associates



Summary of Property Contracted Pre-sales Performance 1H 2021 vs 1H 2022

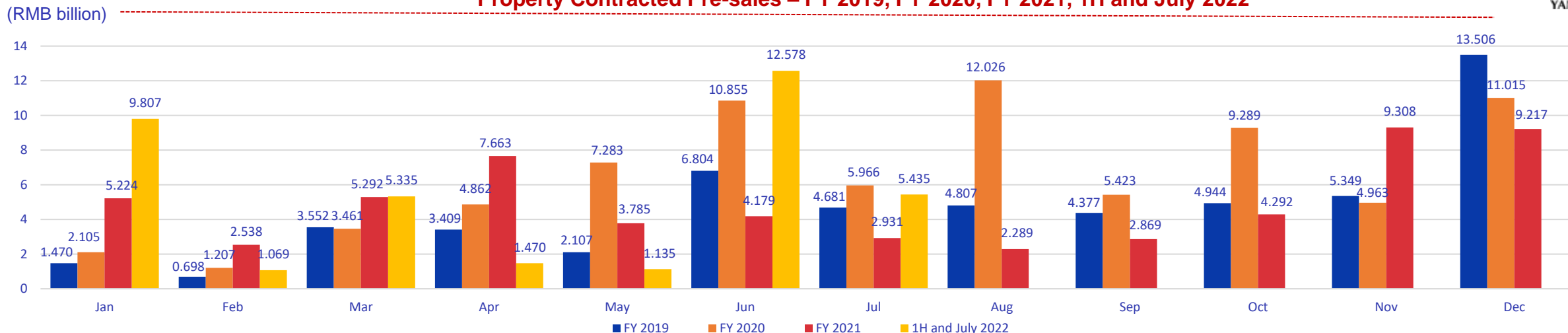
Period	2021 (RMB billion)	2022 (RMB billion)	YoY Change
Property contracted pre-sales of the Group together with its joint ventures and associates			
January	5.224	9.807	+87.7%
February	2.538	1.069	-57.9%
March	5.292	5.335	+0.8%
April	7.663	1.470	-80.8%
May	3.785	1.135	-70.0%
June	4.179	12.578	+201.0%
Total	28.681	31.394	+9.5%
Subscription sales of the Group together with its joint ventures and associates yet to be turned into contracted pre-sales			
As at 30 June 2022	RMB2.545 billion		
Contracted pre-sales of other property development projects under the Group's project management business bearing the "Yanlord" brand name			
January to June	6.843	4.108	-40.0%

*YoY: Year-over-Year

Property Contracted Pre-sales of the Group together with its Joint Ventures and Associates

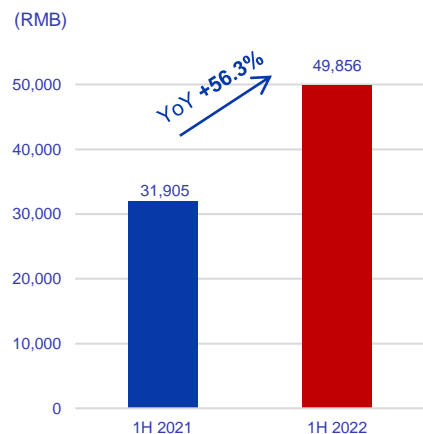


Property Contracted Pre-sales – FY 2019, FY 2020, FY 2021, 1H and July 2022

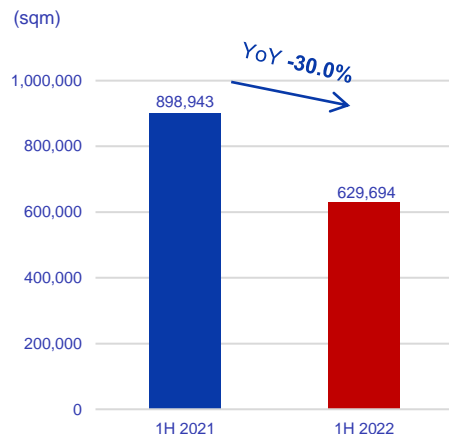


Property Contracted Pre-sales – ASP and GFA¹

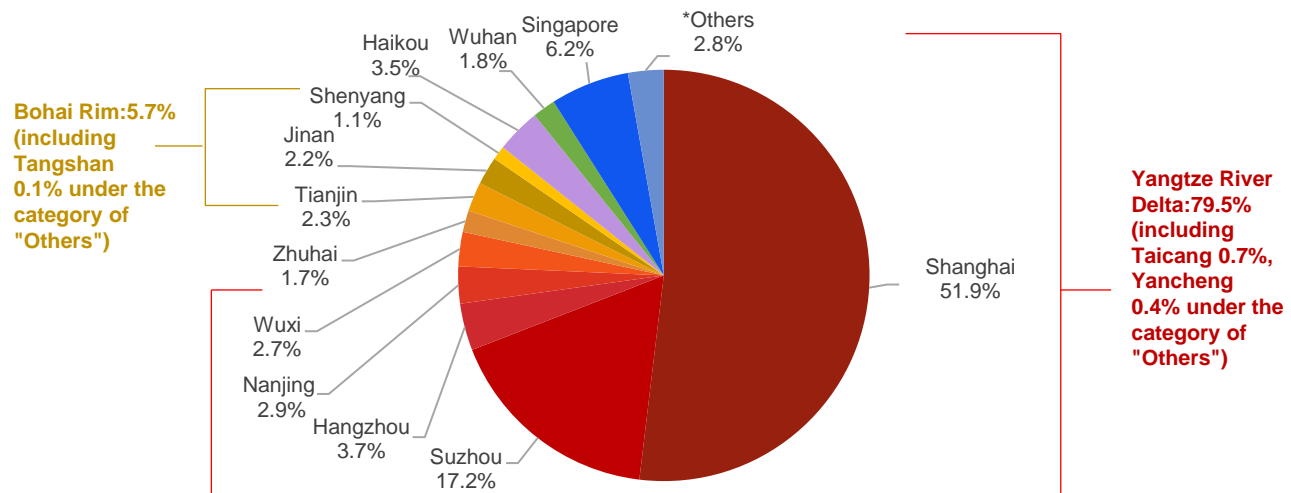
ASP
1H 2021 vs 1H 2022



GFA
1H 2021 vs 1H 2022



Distribution of Property Contracted Pre-sales in 1H 2022



Note:

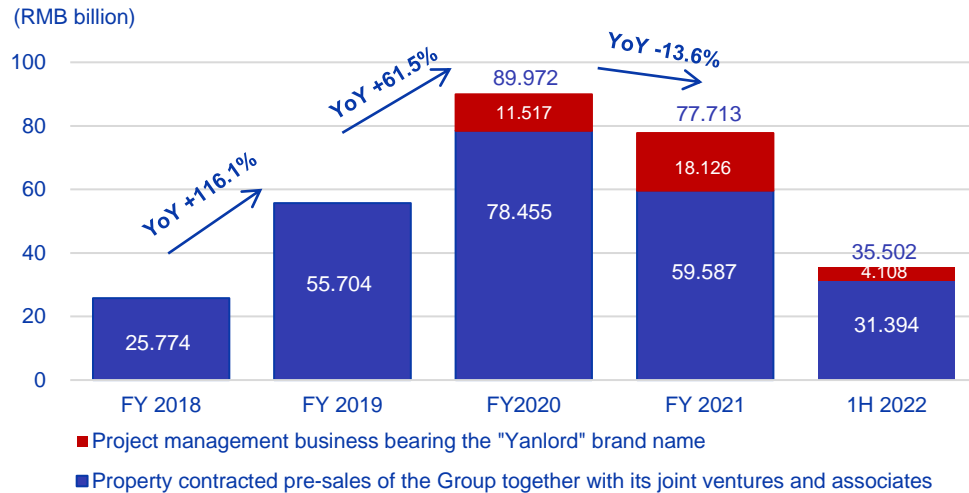
1. Each of "property contracted pre-sales", "ASP" and "GFA" is referred to the property contracted pre-sales, ASP and GFA of the Group together with its joint ventures and associates respectively.

*Others: Taicang, Yancheng, Zhongshan, Shenzhen, Tangshan and Chengdu in the People's Republic of China.

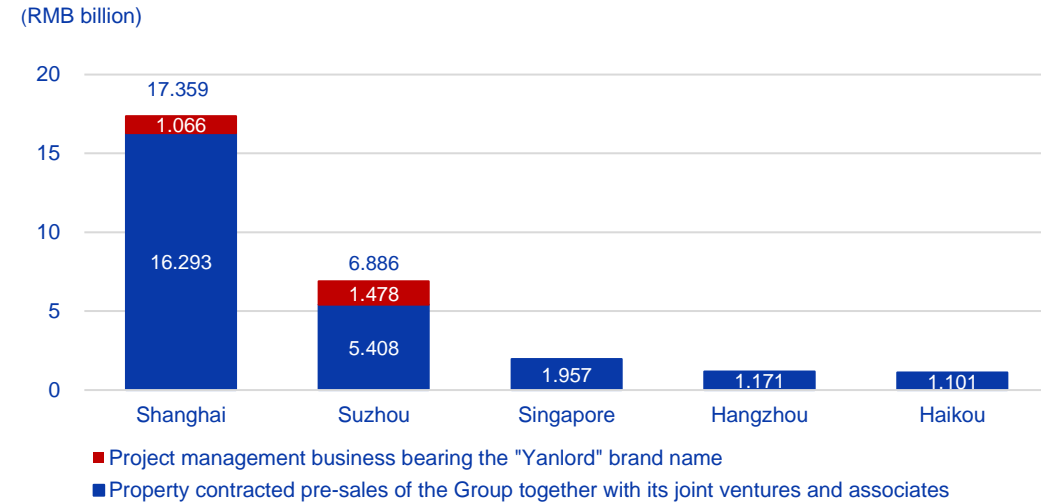
Property Contracted Pre-sales of the Group together with its Joint Ventures and Associates and Project Management Business Bearing the “Yanlord” Brand Name



Property Contracted Pre-sales FY 2018 to 1H 2022



Top 5 Cities contributed to 1H 2022 Property Contracted Pre-sales



Contracted Pre-sales of Other Property Development Projects under the Group's Project Management Business Bearing the “Yanlord” Brand Name



Century Garden, Shanghai
金桥世纪, 上海



Hublife, Shanghai
珊瑚世纪, 上海



City Garden, Suzhou
溪云雅园, 苏州



Uni-town, Nanjing
城市星光花园, 南京



Splendid Century, Shanghai
锦绣世纪, 上海

Top Ranked Property Contracted Pre-sales Projects in 1H 2022



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Sales
No. 1



Yanlord Arcadia, Shanghai
仁恒海上源, 上海



Lantern, Suzhou
澜庭, 苏州



Poetic Villa, Shanghai
诗意华庭, 上海



Moons Villa, Shanghai
仁恒·海明园, 上海



Hangzhou Bay (Phase 2), Hangzhou
前湾·畅想江湾, 杭州



Yanlord Gardens, Haikou
仁恒滨江园, 海口



Central Lake, Wuxi
星湖雅园, 无锡



The Yangtze Garden, Wuhan
仁恒滨江园, 武汉



The Mansion in Park, Jinan
仁恒奥体公园世纪, 济南



Yanlord on the Park, Shenyang
仁恒公园世纪, 沈阳



Smriti Curtilage, Suzhou
耦前别墅, 苏州



Cloud Villa, Shanghai
怡雅园, 上海



Yanlord Marina Peninsula Gardens,
Zhuhai
仁恒滨海半岛花园, 珠海



Yanlord Phoenix Hill, Nanjing
凤凰山居, 南京



Riverbay Century Gardens, Nanjing
江湾世纪花园, 南京



Star Century, Tianjin
恒美苑, 天津



Four Seasons Park, Zhongshan
星月万像花苑, 中山



Yanlord Central Lake, Taicang
仁恒时代天镜, 太仓



Yanlord Century Gardens, Jinan
仁恒世纪花园, 济南



Yanlord The Great Bay, Zhuhai
仁恒滨海湾花园, 珠海



Yiwang Gardens, Tianjin
依湾花园, 天津



Yanlord Majestic Mansion, Tianjin
仁恒海和院, 天津



Yilu Gardens, Tianjin
依璐花园, 天津



Majestic Mansion, Nanjing
海和院, 南京



Yanlord Century Mansion, Shenzhen
仁恒世纪大厦, 深圳



Yanlord Riverside Gardens,
Yancheng
仁恒河滨花园, 盐城



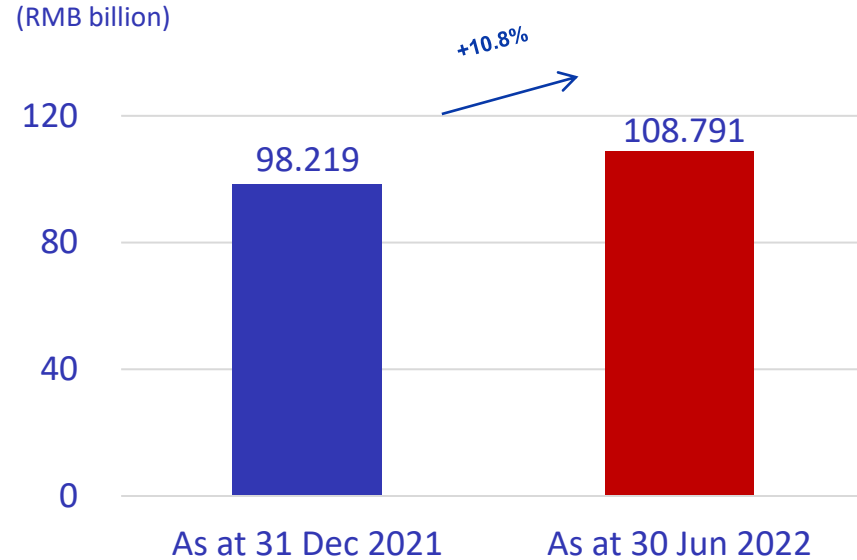
Yanlord Reverie Apartments,
Shenzhen
仁恒梦公寓, 深圳



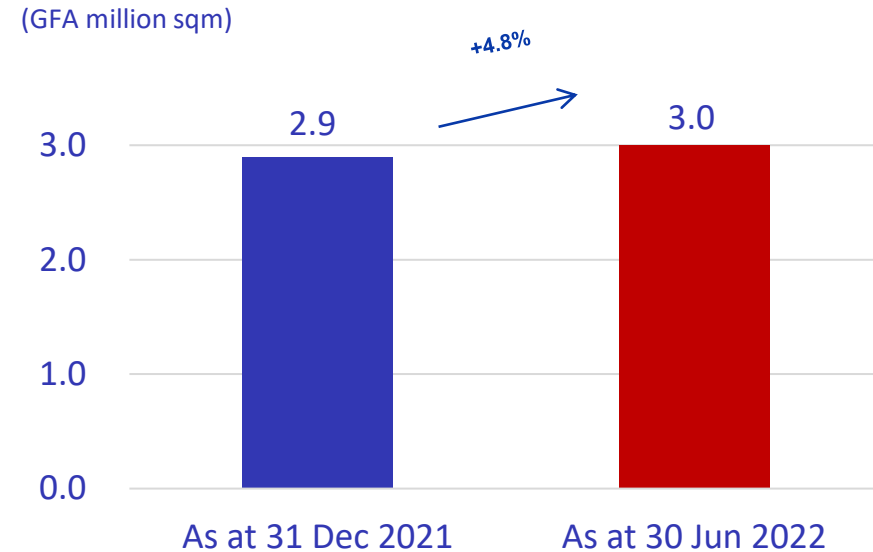
The Park Mansion, Nanjing
公园世纪苑, 南京

Accumulated Property Contracted Pre-sales Pending Recognition of the Group together with its Joint Ventures and Associates

Accumulated Property Contracted Pre-sales Pending Recognition



Accumulated Property Pre-sold GFA Pending Recognition



As at 30 June 2022:

- Accumulated property contracted pre-sales pending recognition: RMB108.791billion
- Total pre-sold GFA was approximately 3.0 million sqm

Contracted Pre-sales of July 2022:

- In July 2022, the Group together with its joint ventures and associates' total contracted pre-sales from residential and commercial units, and car parks amounting to approximately RMB5.435 billion on contracted GFA of 69,234 sqm, an increase of 85.4% and a decrease of 31.6% respectively compared to the corresponding period of 2021.

New Projects and New Batches of Existing Projects to be launched in 2H 2022 in PRC



Yangtze River Delta

Suhe Century, Shanghai

晋元华庭, 上海

Yanlord Arcadia, Shanghai

仁恒海上源, 上海

Poetic Villa, Shanghai

荟雅华庭, 上海

The Oasis Mansion, Shanghai

天悦雅园, 上海

Majestic Mansion, Nanjing

海和院, 南京

Riverbay Century Gardens (Phase 2), Nanjing

江湾世纪花园, 二期, 南京

Yanlord Phoenix Hill (Phase 1), Nanjing

凤凰山居, 一期, 南京

Lan Virtuoso, Suzhou

桃溪澜园, 苏州

Yanlord PRELAND (Phase 1 and 2), Suzhou

仁恒·叙澜庭, 一及二期, 苏州

Lantern (Phase 1), Suzhou

澜庭, 一期, 苏州

Hangzhou Bayfront Isle (Phase 3), Hangzhou

前湾, 三期, 杭州

Yanlord Central Lake (Phase 2), Taicang

仁恒时代天镜, 二期, 太仓

Yanlord Riverside Gardens (Phase 2), Yancheng

仁恒河滨花园, 二期, 盐城

Yanlord The Mansion in Park, Yancheng

星岸家园, 盐城

Central Lake, Wuxi

星湖雅园, 无锡

Majestic Mansion, Wuxi

海和清舒院, 无锡

Wuxi No. 2021-52 XDG-2021-68

Land, Wuxi

清源听澜居, 无锡

Tang Song, Wuxi

山棠雅园, 无锡

Park In City, Yangzhou

江湾茗湖雅园, 扬州

Greater Bay Area

Yanlord Four Seasons The Park 3, Shenzhen

四季雅园, 深圳

Yanlord The Great Bay (Phase 1), Zhuhai

仁恒滨海湾花园, 一期, 珠海

Four Seasons Park (Phase 1C), Zhongshan

星月万像花苑, 中山

Bohai Rim

Star Century, Tianjin

恒美雅苑, 天津

Yiwan Gardens, Tianjin

依湾花园, 天津

Yilu Gardens, Tianjin

依潞花园, 天津

Central China

Yanlord Elegant Villa, Wuhan

仁恒西湖山居, 武汉

Western China

Stream In Cloud (Phase 3), Chengdu

溪云居, 三期, 成都

Hainan

Yanlord Gardens (Phase 2), Haikou

仁恒滨江园, 二期, 海口



Suhe Century, Shanghai
晋元华庭, 上海



Yanlord Arcadia, Shanghai
仁恒海上源, 上海

New Start and New Land Acquisitions in 1H 2022

In 1H 2022, the Group together with its joint ventures and associates have commenced 5 new projects, with a total GFA of approximately 676,000 sqm.



The Oasis Mansion, Shanghai
天悦雅园, 上海



Park In City, Yangzhou
江湾茗湖雅园, 扬州



Hangzhou Bay Commercial Land Parcels -
Commercial Complex, Hangzhou
前湾国际商贸园 - 商业综合体, 杭州

City	Project Name	GFA (sqm)	Attributable Interest As at 30 Jun 2022	Total Land Cost RMB billion	Land Acquisition Methods
Suzhou	Yanlord PRELAND (Phase 1 and 2) 仁恒·叙澜庭, 一、二期	646,000	10%	4.354	Collaboration and acquisition
Nanjing	Nanjing Jiangbei New District No.G03 Land Parcels 南京江北新区G03地块	90,000	10%	2.270	Collaboration and acquisition
1H 2022		736,000		6.624	

New Land Acquisitions in 1H 2022:

- Total Land Cost: RMB6.624 billion
- Average Land Cost: RMB9,000 per sqm
- Attributable Land Cost: RMB662 million

Development Strategies

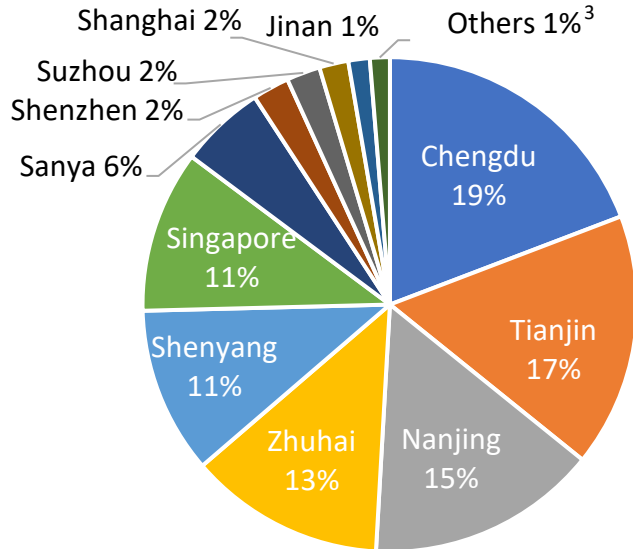
Growth of business across high-growth cities in the PRC and Singapore



- Have presences in 20 cities in the PRC and Singapore with a total GFA of 9.881 million sqm
- Expand into new cities within the 6 major economic regions of the PRC

Completed projects²

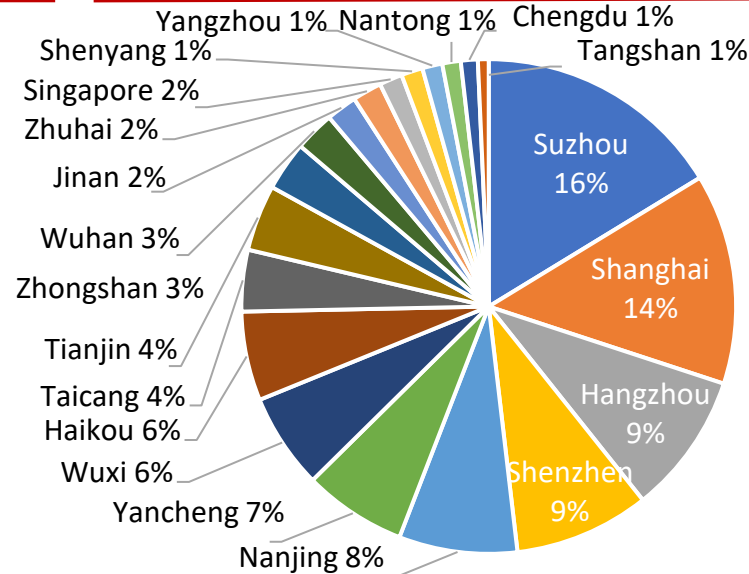
(1.445 million sqm¹)



Residential and Commercial	400,650 sqm
Investment	867,982 sqm
Fixed Assets	176,211 sqm

Projects under development²

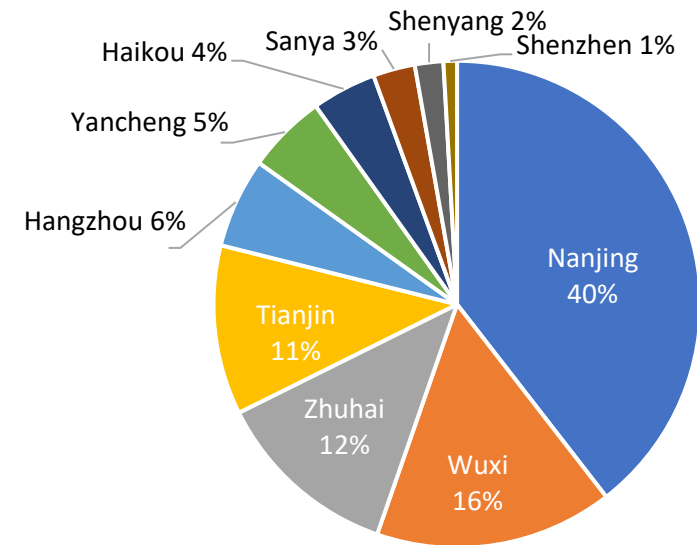
(6.868 million sqm)



Residential and Commercial	6,731,146 sqm
Investment	137,462 sqm

Landbank: Future development²

(1.568 million sqm)



Residential and Commercial	1,567,598 sqm
Investment	-

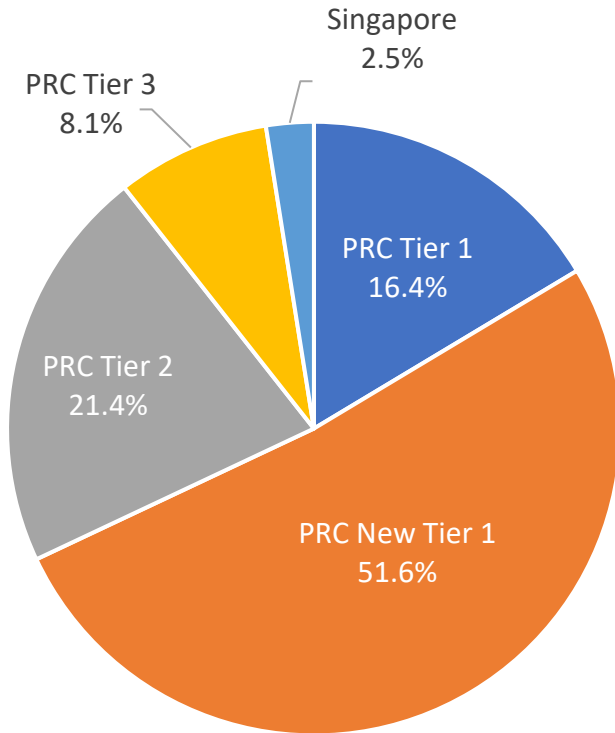
Notes:

1. The Group has completed 14.017 million sqm, of which 1.445 million sqm are GFA completed and retained as investment properties or fixed assets, and GFA completed but yet to be sold/delivered to customers.
2. Contains projects being held under associates or joint ventures.
3. Others including Hangzhou, Nantong, Tangshan and Wuhan in the PRC, as well as Kuala Lumpur in Malaysia.

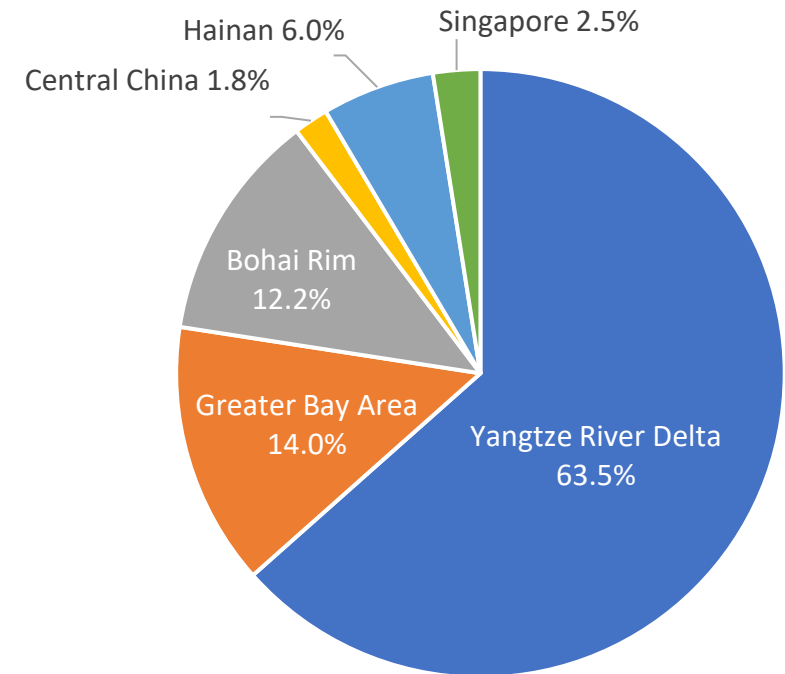
Development Strategies - Diversified Geographic Coverage



**Landbank distribution
PRC Tier 1, 2, 3 and Singapore
as at 30 June 2022**

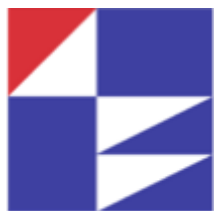


**Landbank distribution
PRC Six Regions and Singapore
as at 30 June 2022**



Notes:

1. Cities are classified based on the list of tiered Chinese cities on baike.baidu.com.
2. PRC Tier 1: Shanghai and Shenzhen,
3. PRC New Tier 1: Chengdu, Hangzhou, Nanjing, Shenyang, Suzhou, Taicang, Tianjin and Wuhan.
4. PRC Tier 2: Haikou, Jinan, Nantong, Wuxi, Zhongshan and Zhuhai,
5. PRC Tier 3: Sanya, Tangshan, Yancheng and Yangzhou.



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Business Operation Highlights

- Property Investment and Hotel Operations



Singapore Portfolio



UE BizHub TOWER, Singapore



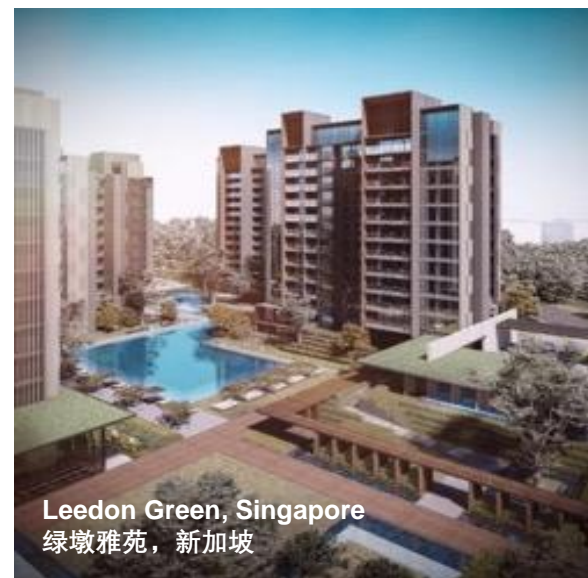
Park Avenue Clemenceau and UE BizHub CITY, Singapore
UE广场和柏薇（克列孟梭）服务公寓，新加坡



Rochester Mall and Park Avenue Rochester, Singapore
罗切斯特商场和柏薇（罗切斯特）酒店，新加坡



WBL Building, Singapore



Leedon Green, Singapore
绿墩雅苑，新加坡



Park Avenue Robertson, Singapore
柏薇（罗伯逊）服务公寓，新加坡



The Seletar Mall, Singapore
利达广场，新加坡



UE BizHub WEST, Singapore



Daily Farm Residences, Singapore
岱莉轩，新加坡

Investment Property Portfolio in the PRC



Yanlord Landmark, Chengdu
仁恒置地广场, 成都

- Office & Retail
- Total GFA: 114,853 sqm
- Commenced AEI in 2H 2021



Yanlord Landmark, Nanjing
仁恒置地广场, 南京

- Office & Retail
- Retail: 23,420 sqm
- Office: 83,744 sqm



Yanlord Marina Centre, Zhuhai
仁恒滨海中心, 珠海

- Office & Retail
- Total GFA: 42,974 sqm



Yanlord Riverside Plaza, Tianjin
仁恒海河广场, 天津

- Office, Retail Mall & Commercial Street
- Total GFA: 159,807 sqm
- Reopening of shopping mall on 30 September 2021



Hangzhou Bay (Phase 2), Community Center, Hangzhou
前湾·畅想江澜湾, 仁恒里 (梦公园), 杭州



Riverbay Gardens, Community Center, Suzhou
江湾雅园-仁恒里, 苏州

Commercial Property Portfolio under Development in the PRC for Opening from 2022 to 2023



Yanlord Reverie Plaza, Shenzhen

仁恒梦创广场, 深圳

- Office & Retail
- Total GFA: 209,440 sqm (of which 60,000 sqm held under investment property)



Cangjie Commercial Plaza, Suzhou

仓街商业广场, 苏州

- Retail
- Total GFA: 78,007 sqm



Orchard Summer Palace, Shenyang

夏宫城市广场, 沈阳

- Office, Retail & Serviced Apartment
- Total GFA: 149,747 sqm

Hospitality Property Portfolio in the PRC

Introduction of “ParcVue” Hotel Management Brand – New Opening in Nanjing



InterContinental Residence, Chengdu
成都仁恒洲际行政公寓

- Serviced Apartment (360 rooms)
- Total GFA: 50,902 sqm



InterContinental Zhuhai
珠海仁恒洲际酒店

- No. of rooms: 324
- Total GFA: 58,559 sqm



Crowne Plaza Sanya Haitang Bay Resort
三亚海棠湾仁恒皇冠假日度假酒店

- No. of rooms: 404
- Total GFA: 79,264 sqm

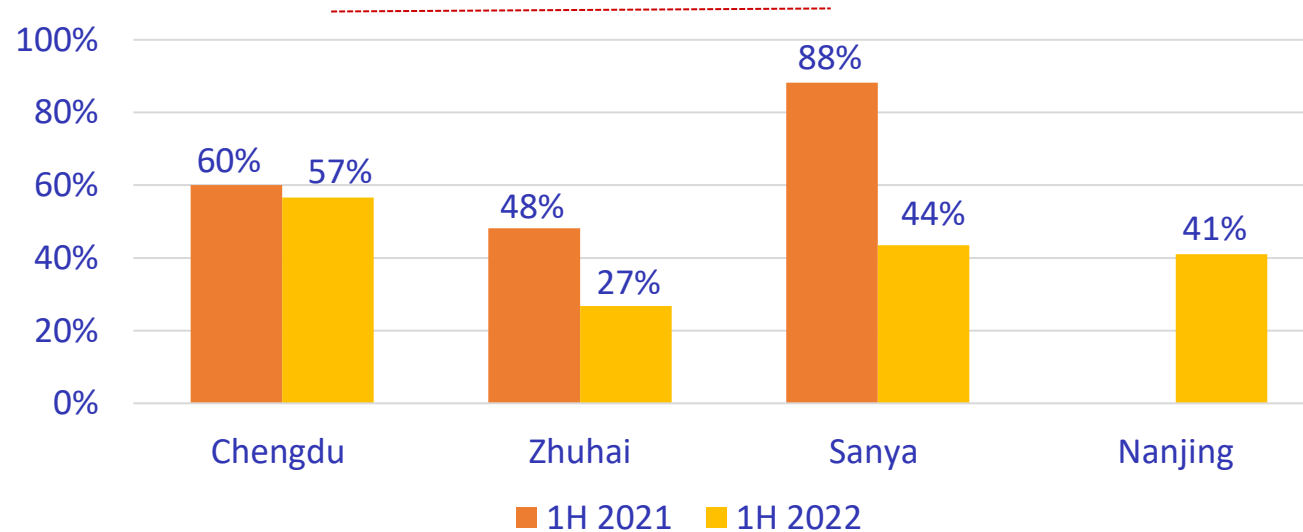


Yanlord ParcVue, Nanjing
南京仁恒柏薇酒店公寓，南京

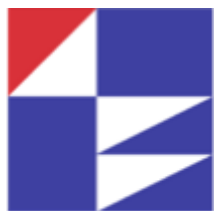
- Serviced Apartment (260 rooms)
- Total GFA: 21,644 sqm
- Soft opening on 18 May 2021



Occupancy Rate¹



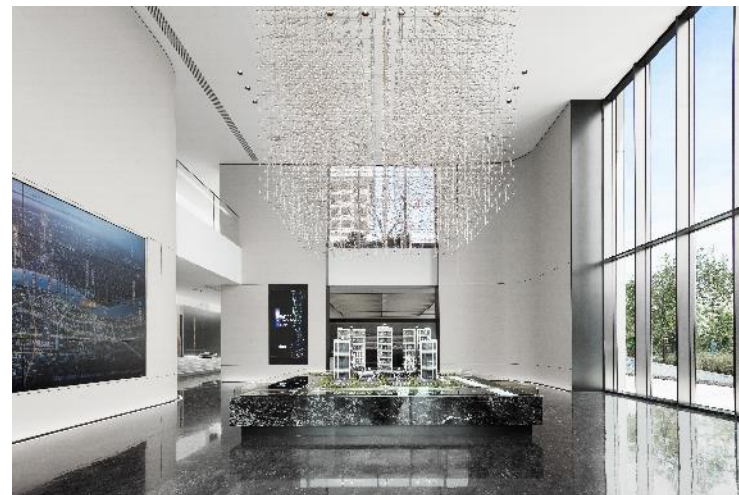
Note:
1. Operation of Yanlord International Apartments, Tower A was closed for renovation on 30 April 2021. Yanlord ParcVue was newly opened on 18 May 2021.



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Business Operation Highlights

- Property Management Services
- Non-Property Businesses



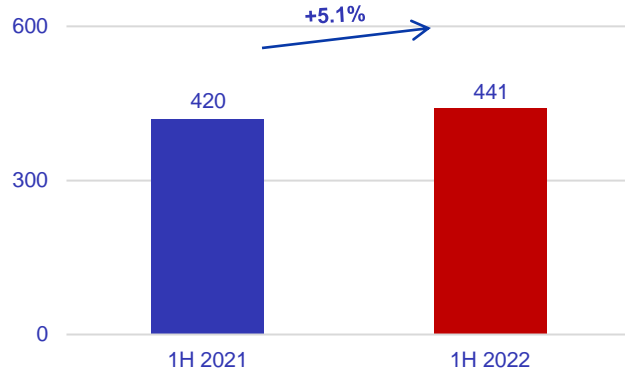
Hangzhou Bay (Phase 2) in Hangzhou, PRC

Property Management Services and Non-Property Businesses (including Engineering, Distribution and Manufacturing in Singapore, Australia and United Kingdom)



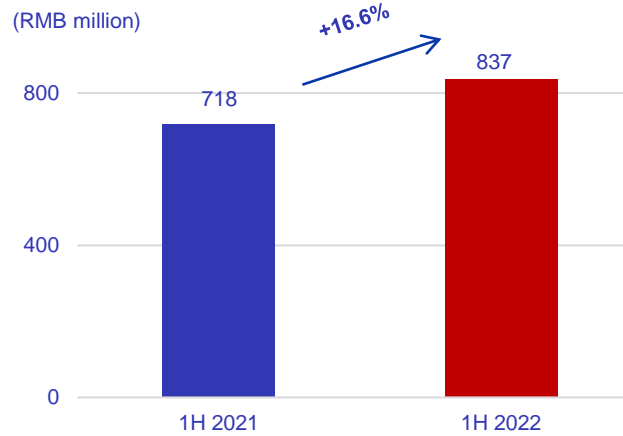
Income from Property Management

(RMB million)



Income from Others

(RMB million)



As at 30 June 2022:

- Total contracted projects: 116 projects under management and 51 reserve projects
- Total contracted GFA: approximately 27.8 million sqm, with around 18.9 million under management
- Total households: over 91,200 units





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Environmental, Social and Governance



Yanlord Arcadia in Shanghai, PRC

Environmental, Social and Governance

MSCI
ESG RATINGS

BBB

2021 SUSTAINABILITY HIGHLIGHTS

Revenue
RMB34.833 billion
for FY 2021
up 45.6%

Sustainability Governance Structure
to reaffirm Yanlord's continued commitment and efforts towards sustainability and ESG topics

Zero
significant fines and non-monetary sanctions for non-compliances relating to laws and regulations, including environmental and socioeconomic compliance

87%
customer satisfaction score from annual customer satisfaction survey for customers in PRC

Majority Independence of Board of Directors
composed of 9 directors, of whom 5 are independent non-executive directors and 4 are executive directors

Top 25%
among employers on Gallup's Q12 Employee Engagement Survey

100%
coverage of anti-corruption training for employees in the PRC and corporate offices in Hong Kong (SAR) and Singapore

48
average training hours per employee of Property Development, Property Investment and Hotel Operations, and Property Management Segments

China Top 10 Foreign Real Estate Developers 2021

China Top 50 Real Estate Developers 2021

26%
female executive management and supervisors

Zero
occupational diseases and work-related fatalities at managed properties

Zero
non-compliance concerning health and safety impacts of products and services incidents

Zero
corruption and unethical business conduct incidents
breaches of Code of Business Conduct incidents

Zero
substantiated complaints concerning breaches of customer privacy and losses of customer data

100%
coverage of new projects on **Sunshine Procurement Platform**
anti-bribery and anti-corruption policy included as part of supplier contracts

Green Finance Framework
launched in April 2021
USD500 million First Green Senior Notes
issued in May 2021

100% New Start Developments
met Green Building design requirements
97% Property Under Developments
met Green Building design requirements

2 Three-Star 1 Two-Star
Green Building Certifications
1 LEED Platinum Building Design
and
2 WELL Building Certifications

2 LEED Platinum
(Existing Buildings: Operation and Maintenance)
Certification properties in the PRC
1 Green Mark Gold (Plus)
Certification property in Singapore

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